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DIRECTOR OF GOLF PROFILE: THE QUARRY AT LA QUINTA LA QUINTA, CA

DIRECTOR OF GOLF OPPORTUNITY AT THE QUARRY AT LA QUINTA

The Quarry at La Quinta has an opportunity for an experienced, passionate PGA/LPGA professional to lead one of the most exclusive golf operations in the golf rich Coachella Valley/Palm Springs area in Southern California. The Club has a membership focused on golf and is looking for someone who shares the Club's passion for the game. The Director of Golf is someone who will promote The Quarry by embodying the Club's Core Values and delivering "The Ultimate Golf Experience" to the Club's Members and their guests.

The Club is seeking a professional who leads from the front and enjoys building sincere relationships with members and staff. They should have a proven track record of hiring, training, and developing a high-functioning team they lead, and of taking ownership of mentoring and partnering to ensure their future success in the industry. Additionally, the ability to teach, coach, and play the game well will earn the respect of the membership. The successful professional will have a calm presence with a certain gravitas that is clear to all.

[Click here to view a brief video about this opportunity.](#)

ABOUT THE QUARRY AT LA QUINTA

The Quarry at La Quinta is a private golf club, offering a world-class golf experience to fewer than 300 members. Since its inception, the Club has remained deeply committed to the founding principles that continue to distinguish it within the industry today.

The Quarry provides its members with unimpeded access to the golf experience – no tee times, limited events, and a deliberately small membership – all of which contribute to a uniquely personal and unhurried atmosphere that produces a very high-quality golf experience for the members and their guests.

At the heart of the Club is its 20,000-square-foot clubhouse, thoughtfully designed around an indoor-outdoor concept that captures stunning panoramic views of the golf course and the Santa Rosa Mountains. The setting creates a relaxed yet refined dining environment, where the culinary program and pre-and-post round camaraderie plays a central role in the overall member experience.

Golf Digest has recognized the Club's Championship Course as one of "America's 100 Greatest Courses" every year since its debut in 1994. The Quarry is equally known for its exceptional course conditioning, currently recognized as one of the best-conditioned golf courses in California and among the finest in the country.

Complementing the Championship Course, the Club's 10-hole Short Course is widely regarded as one of the top par-3 courses in the world. With flexible playability ranging from 50 to 380 yards, it offers a dynamic and engaging extension of the Quarry golf experience, mirroring the main course's strategy, beauty, and character.

THE QUARRY AT LA QUINTA BY THE NUMBERS

- Members: 250 | Average age of membership: 64
- Total Annual Gross Volume \$12M
- \$140,000 Approximate Initiation Fee
- \$9.2M Approximate Annual Dues
- \$450,000 Approximate Soft Good Volume
- \$200,000 Approximate Hard Good Volume

- \$25,000 Approximate Instruction Volume
- 14,500 Approximate annual rounds of golf
- 100 FTE employees
- Golf Operations Employees: 3FTE year-round plus 3 seasonal pros and 12 outside service staff
- Directly supervises the Assistant Golf Professionals, the Merchandiser, any Teaching/coaching professionals, and the Outside Service Staff
- Club is closed from mid-June to August | Limited-Service from mid-August to October
- Peak Season: November to June
- 6 Board Members with three-year terms
- Jonas Encore POS and Club Accounting System

THE QUARRY AT LA QUINTA WEBSITE: www.thequarrygc.com

DIRECTOR OF GOLF – POSITION OVERVIEW

The Director of Golf (DOG) at The Quarry at La Quinta is one who embodies the passion the membership has for the game. They must exemplify the highest levels of integrity and professionalism and be the consummate diplomat in all they do. Possess the energy and passion to set the tone and presence for the day-to-day golf operations and inspire the team to be their very best.

This individual will be highly active and engaged, have a visible presence with both members and staff, and take ownership of the operation. They will be responsible for the vision, strategy, and daily execution of golf operations at The Quarry at La Quinta. This individual will not only oversee golf programming, staffing, retail, and member experience but also serve as a cultural torchbearer, ensuring that every touchpoint reflects the Club’s values and mission.

Beyond day-to-day performance, this position plays a pivotal role in shaping the spirit and member connection that defines The Quarry at La Quinta. The next Director of Golf must be a team-first, hospitality-driven, emotionally intelligent leader with strong industry relationships and a deep appreciation for the Southern California desert lifestyle.

The DOG must be an exceptional leader who recognizes and respects the contributions of volunteer members and staff of all levels. The DOG must be capable of both guiding and holding members and staff accountable to achieving and maintaining high standards. The DOG is expected to be a strategic leader of the golf experience at The Quarry at La Quinta and, therefore, a person of intellect, vision, planning, and business acumen.

KEY RESPONSIBILITIES OF THE NEW DIRECTOR OF GOLF

- Assists the General Manager with daily operations and decision-making about golf operations.
- Provides outstanding service to Members and their guests by acknowledging their presence, providing interaction, and facilitating requests promptly. Assisting Members with any concerns.
- Leadership – Maintain a positive, upbeat role, promote, and exemplify Company values and represent departmental objectives and interests to members, guests, and staff.
- Forecasts a budget with short- and long-term goals in mind, trains pro shop staff and outside service employees.
- Monitors daily operations in the golf shop, ensuring there is proper staffing, making sure that the course is ready for play, ensuring that the shop is neat and presentable, and ready for sales.
- Manage and oversee all golf shop accounting, inventory, banking, auditing, and cash flow.
- Makes recommendations for Capital Improvements, supplies, and equipment.
- Cultivate a culture of hospitality, respect, teamwork, and cross-department collaboration, working closely with the golf course superintendent and the General Manager/COO, whom they report to.
- Facilitates the Caddy program with the assistance of the Caddie Master.
- A strong, accomplished PGA professional with a proven track record of providing premier services in a dynamic, exclusive membership environment.
- Coordinates all golf tournaments, communicating with members, providing start times, golf carts, and ensuring the tournaments are smoothly executed from start to finish, to the Members’ complete satisfaction.

- A proven track record in teaching and player development, working with all levels of playing abilities to grow the game. The ability to enhance and grow the current instruction program is vital.
- Holds overall accountability for Outside Service operations, working in partnership with Golf Assistants who manage day-to-day execution. Ensures proper staffing, equipment functionality, driving range setup, and the condition and presentation of the cart fleet.
- Devotes a reasonable number of hours to playing golf with the Members and their guests, regardless of their golfing capabilities. Such play shall not be considered a playing lesson.
- A strong team leader focused on two-way communication with all team members.
- Work in relation with all other departments to promote the Quarry in all avenues, including but not limited to weekly and monthly Club communications, instructional and best practice short videos, Newsletters, and the Quarry Website.
- Acts as a visible ambassador of The Quarry, cultivating relationships with prospective members and thoughtfully presenting the Club's value. Strong at networking with PGA Professionals, guests, and industry connections. Great knowledge and ability to administer and adhere to the club's bylaws and regulations
- A highly visible and interactive individual committed to engaging members at every opportunity to develop high levels of member satisfaction and trust with the membership.
- A careful evaluation of all aspects of the golf operation and team at The Quarry at La Quinta to elevate the standards of the day-to-day operations and the overall membership experience.
- A team builder who has a history of attracting, developing, motivating, and retaining a high-performance team of professionals to propel the operation forward. Experience in similar club environments where traditions and respect, both personally and with the Club, are intrinsically rooted.
- Promote a workplace culture grounded in integrity, growth, and service.
- Oversee the Club's calendar of golf events and tournament programs.
- Customer Service – Follow up on complaints, questions, and concerns; respond to internal/external member needs in a friendly, timely, and efficient manner
- Recognizes, understands, and adapts to changing circumstances and Board preferences.
- Represents The Quarry at professional golf activities, including various tournaments, as well as local, state, and national golf events, as applicable and as time permits.
- Treats people with respect and keeps commitments and inspires the trust of others while always being ethical and maintaining their integrity.
- Safety – Comply with established safe work practices and attend to all safety-related training provided or made available by the Company.
- Performs other duties as required.

CANDIDATE QUALIFICATIONS

- A verifiable record of working closely and successfully in a private club, with an active Board and committees, while providing visionary leadership and partnership with the General Manager/COO.
- A verifiably unblemished career track that demonstrates a record of tenure and commitment to previous employers, where career moves were for enhancement of skills and experiences as opposed to unplanned career changes.
- Knowledgeable in best practices in top-performing and high-member satisfaction operations across the country.
- Strong golf community network, both locally and nationally.
- Recognizes, understands, and adapts to changing circumstances and Board preferences.
- Verifiable ability to attract, hire, develop, and lead a high-performing team of professionals while setting and maintaining standards of performance appropriate to perpetuating the mission and values of the Club.
- Exceptionally strong communication skills with members and staff, creating an open exchange environment to move the golf operations forward in a consistently positive and passionate manner.
- The candidate must be a charismatic professional who truly enjoys the club environment, with a track record of progressive leadership and golf management experience.

EDUCATIONAL AND CERTIFICATION QUALIFICATIONS

- Preferred Bachelor’s Degree in Business Administration or Golf Management, but not required.
- In lieu of the degree, substantial golf professional and private club experience will be considered.
- A PGA/LPGA member in good standing with a minimum of 5 years of Head Professional or Director of Golf experience in a like or similar type of facility is required.
- NOTE: Those current 1st or Lead Assistant Professionals, or Head Golf Professionals under a Director of Golf at well-recognized clubs with a strong history of excellent mentorship of the professionals that have worked there, along with verifiable records of achievement, will be considered for this role.

EMPLOYMENT ELIGIBILITY VERIFICATION

In compliance with federal law, all hired employees must verify their identity and eligibility to work in the United States and complete the required employment eligibility verification form upon hire.

SALARY AND BENEFITS

Salary is open and commensurate with qualifications and experience. The club offers an excellent benefits package, including PGA dues and continuing education expenses. Base Salary Range: \$200,000 - \$250,000 plus incentives/annual bonus and coaching/teaching income.

INSTRUCTIONS ON HOW TO APPLY

Please upload your resume and cover letter, in that order, using the link below. You should have your documents fully prepared and ready to attach when prompted during the online application process. Please be sure your image is not present on your resume or cover letter; that should be used on your LinkedIn Profile.

Prepare a thoughtful cover letter addressed to **The Quarry at La Quinta search committee/Attn: Jay Head, General Manager/COO**. Clearly articulate your alignment with this role, why you want to be considered for this position at this stage of your career, and why the Club and the La Quinta, CA area will benefit you, your family, and your career if selected.

You must apply for this role as soon as possible, but no later than Saturday, June 6, 2026. Candidate selections will occur in mid-June, with the first Interviews expected in early July and the second interviews shortly thereafter. The successful candidate should assume their role in early to mid-August, 2026.

IMPORTANT: Save your resume and letter in the following manner:

- “Last Name, First Name - Resume” &
 - “Last Name, First Name - Cover Letter - Quarry”
- (These documents should be in Word or PDF format.)

Note: Once you complete the application process for this search, you cannot go back to add additional documents.

[Click here](#) to upload your resume and cover letter.

If you have any questions, please email Bethany Taylor: bethany@kkandw.com

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